Sub Revenues 1990-1993

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	January	February	March	April	May	June	July	August	September	October	November	December
1990												
Change in WER Sub Liability												
Sales - WER Subs	32,308	28,474	27,310	24,916	41,479	26,436	37,708	22,961	16,292	96,100	75,822	62,693
Refunds - WER Subs	(20)	0	0	(81)	(54)	(185)	(27)	(45)	(27)	0	0	(128)
TOTAL WER SUBS EARNED INCOME	*32,288*	*28,474*	*27,310*	*24,834*	*41,425*	*26,251*	*37,681*	*22,916*	*16,265*	*96,100*	*75,822*	*62,565*
1991												
Change in WER Sub Liability	(48,794)	74,530	(20,087)	(19,535)	77,864	(19,101)	(20,634)	77,698	(23,325)	(24,569)	43,109	(40,855)
Sales - WER Subs	52,189	19,514	23,207	21,488	19,940	24,116	22,635	19,721	28,893	29,066	53,348	45,061
Refunds - WER Subs	(61)	(67)	(31)	(102)	(29)	(114)	(140)	0	(85)	(27)	(27)	(117)
TOTAL WER SUBS EARNED INCOME	*3,334*	*93,977*	*3,089*	*1,850*	*97,775*	*4,901*	*1,862*	*97,419*	*5,484*	*4,471*	*96,431*	*4,089*
1992											projected	projected
Change in WER Sub Liability	(44,079)	75,459	(23,147)	(38,234)	84,769	(24,234)	(39,603)	85,328	(24,993)	(33,860)	49,000	(44,000)
Sales - WER Subs	58,047	30,443	26,583	40,436	26,511	27,712	42,165	26,217	27,082	34,154	56,000	48,000
Refunds - WER Subs	(236)	(107)	(107)	(200)	(137)	(64)	(6)	(40)	(134)	(131)	(150)	(150)
TOTAL WER SUBS EARNED INCOME	*13,732*	*105,795*	*3,329*	*2,002*	*111,143*	*3,413*	*2,556*	*111,505*	*1,954*	*163*	*104,850*	*3,850*
Change in Sales 92 vs 91	5,683	10,889	3,300	18,851	6,463	3,646	19,663	6,456	(1,861)	4,983	2,528	2,906
Percent Change	11%	56%	14%	88%	32%	15%	87%	33%	-6%	17%	5%	6%
Change in Earned Income 92 vs 91	10,398	11,818	240	152	13,368	(1,487)	694	14,086	(3,529)	(4,308)	8,419	(239)
Percent Change	312%	13%	8%	8%	14%	-30%	37%	14%	-64%	-96%	9%	-6%
1993	projected	projected	projected	projected	projected	projected	projected	projected	projected	projected	projected	projected
Change in WER Sub Liability	(46,000)	77,000	(26,000)	(39,000)	85,000	(27,000)	(41,000)	89,000	(23,000)	(30,000)	59,000	(46,000)
Sales - WER Subs	62,000	33,000	30,000	43,000	30,000	31,000	45,000	26,000	27,000	34,000	56,000	56,000
Refunds - WER Subs	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)
TOTAL WER SUBS EARNED INCOME	*15,850*	*109,850*	*3,850*	*3,850*	*114,850*	*3,850*	*3,850*	*114,850*	*3,850*	*3,850*	*114,850*	*9,850*
Change in Sales 93 vs 92	4,039	2,514	3,374	2,614	3,476	3,203	2,691	(327)	(97)	(173)	0	8,000
Percent Change	7%	8%	13%	6%	13%	12%	6%	-1%	0%	-1%	0%	17%
Change in Earned Income 93 vs 92	2,118	4,055	521	1,848	3,707	437	1,294	3,345	1,896	3,687	10,000	6,000
Percent Change	15%	4%	16%	92%	3%	13%	51%	3%	97%	2268%	10%	156%
Change in Sales 93 vs 91	9,722	13,403	6,674	21,465	9,939	6,848	22,354	6,130	(1,959)	4,810	2,528	10,906
Percent Change	19%	69%	29%	100%	50%	29%	99%	31%	-7%	17%	5%	24%
Change in Earned Income 93 vs 91	12,516	15,873	761	2,000	17,075	(1,051)	1,988	17,432	(1,634)	(621)	18,419	5,761
Percent Change	375%	17%	25%	108%	17%	-21%	107%	18%	-30%	-14%	19%	141%

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
1990					
Change in WER Sub Liability	0	0	0	0	(45,214)
Sales - WER Subs	88,092	92,831	76,960	234,614	492,496
Refunds - WER Subs	(20)	(320)	(99)	(128)	(567)
TOTAL WER SUBS EARNED INCOME	*88,072*	*92,510*	*76,862*	*234,486*	*537,143*
1991					
Change in WER Sub Liability	5,649	39,228	33,739	(22,315)	56,301
Sales - WER Subs	94,910	65,543	71,249	127,476	359,178
Refunds - WER Subs	(159)	(245)	(225)	(170)	(799)
TOTAL WER SUBS EARNED INCOME	*100,399*	*104,526*	*104,764*	*104,990*	*414,680*
1992					
Change in WER Sub Liability	8,233	22,301	20,732	(28,860)	22,406
Sales - WER Subs	115,073	94,659	95,463	138,154	443,349
Refunds - WER Subs	(450)	(401)	(180)	(431)	(1,463)
TOTAL WER SUBS EARNED INCOME	*122,855*	*116,558*	*116,015*	*108,863*	*464,291*
Change in Sales 92 vs 91	19,872	28,959	24,258	10,417	83,506
Percent Change	21%	44%	34%	8%	23%
Change in Earned Income 92 vs 91	22,456	12,032	11,251	3,872	49,612
Percent Change	22%	12%	11%	4%	12%
1993					
Change in WER Sub Liability	5,000	19,000	25,000	(17,000)	32,000
Sales - WER Subs	125,000	104,000	98,000	146,000	473,000
Refunds - WER Subs	(450)	(450)	(450)	(450)	(1,800)
TOTAL WER SUBS EARNED INCOME	*129,550*	*122,550*	*122,550*	*128,550*	*503,200*
Change in Sales 93 vs 92	9,928	9,293	2,267	7,827	29,315
Percent Change	9%	10%	2%	6%	7%
Change in Earned Income 93 vs 92	6,695	5,992	6,535	19,687	38,909
Percent Change	5%	5%	6%	18%	8%
Change in Sales 93 vs 91	29,800	38,252	26,525	18,244	112,821
Percent Change	31%	59%	37%	14%	31%
Change in Earned Income 93 vs 91	29,151	18,024	17,786	23,560	88,520
Percent Change	29%	17%	17%	22%	21%